

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY  
BOARD OF COMMISSIONERS  
CONVENTION CENTER COMMITTEE MEETING**

**April 28, 2008**

**A meeting of the Convention Center Committee of the Rhode Island Convention Center Authority (hereinafter referred to as “Authority”, the “CCA” or the “Board”) was held on April 28, 2008, pursuant to notice, at the Rhode Island Convention Center Boardroom, One Sabin Street, Providence, Rhode Island.**

**Board members present were Committee Chairman Marianne Corr, Commissioners, Dave Duffy, Dale Venturini, Jeff Hirsh, Patrick Butler, Jason Fowler and Paul MacDonald.**

**Also in attendance were Jim McCarvill, Betty Sullivan and Kerrie Bennett, RICCA; Tim Muldoon, Debbie Tuton and Nancy Beauchamp, RICC; Larry Lepore, Dunkin’ Donuts Center; Jessica Cigna, Senate Fiscal Office; Bruce Leach, Legal Counsel, and Eileen Smith, recording secretary.**

**Ms. Corr called the meeting to order at 3:11 p.m. (at the rise of the Dunkin’ Donuts Center Committee).**

**Noting that the minutes of the March meeting had been distributed, Ms. Corr sought a motion to approve. Upon a motion duly made by Mr. Duffy and seconded by Mr. Hirsh it was unanimously**

**VOTED: to approve the minutes of the March meeting.**

**Ms. Corr asked Mr. Muldoon to report on the financial statement. Mr. Muldoon reported that March was an excellent month for the Convention Center. Mr. Muldoon stated that although revenue was down slightly, direct and indirect expenses were managed well for a Net Income/Loss for the month that was \$28,362 better than last year. Mr. Muldoon reported that Year to Date Net Income/Loss was \$435,788 ahead of last year. Mr. Muldoon stated that April looks like it will be a good month but May will be a challenge because last year Fidelity held a major meeting in the Convention Center with tremendous Food & Beverage events. Mr. Muldoon reported that public shows are down a little across the board.**

**Conversations ensued regarding parking and promoting our garage. Mr. Fowler stated that we need to get the word out that we have the best facility and rates in the City. Ms. Bennett noted that the garage will have a prominent place on our new website. Mr. Muldoon noted that there is now a sign on the island in front of the Westin. Mr. Butler noted that there is no signage when approaching the building from Rt. 10. Mr. Muldoon stated that he would look into advertising at that side of the garage. Mr. Muldoon noted that Mr. Fowler had asked that the proposed transient rate increase be looked at again to determine if keeping the rate the same or lower would be an incentive to park in our garage. Mr. Muldoon stated that it had been decided to**

keep the transient rate the same for the first 2 ½ hours. Mr. Muldoon reported that there had been some complaints from parkers when they were notified of the most recent increase. Mr. Muldoon said that the event rate would be increased \$1.00 to \$10.00. Mr. MacDonald said that his concern is that the event rate would prohibit some families from attending events if it were too high. He stated that he is comfortable with the \$1.00 increase.

Ms. Tuton reported on the success of combining the purchasing of goods and supplies for the complex. Ms. Tuton noted that the complex is enjoying a huge benefit from the relationship with Cox Communications. Ms. Tuton noted that the complex has hired an IT manager that will take the place of IT consultants. Ms. Tuton continued that having an employee on site will be less costly and more efficient for the day to day operations. Ms. Tuton reported that bulk purchasing, equipment rental and the sharing of personnel will have an impact on costs to operate the complex. Ms. Tuton stated that she has been working with Gilbane to determine the warranty of new equipment and negotiate maintenance and service contracts for the equipment. Mr. Duffy asked about savings with National Grid. Ms. Tuton noted that the Convention Center has a great deal with National Grid and that she is working to include the Dunkin' Donuts Center in that deal. Mr. MacDonald stated that the Committee owes a debt of gratitude to Ms. Tuton for her efforts in getting this done.

Ms. Venturini noted that there are benefits to being "Green" from a

business perspective. She noted that meeting planners are looking for destinations that have taken the initiative to reduce the impact that we have on the world. Ms. Venturini reported that the Convention Center had received their “Green” certification and that the Dunkin’ Donuts Center is well on its way to achieving the goal. Ms. Tuton thanked Drew Fraser for all his hard work in getting the recycling program underway. She also noted that Mr. Fraser investigated the best environmentally safe cleaning products and paper goods. Discussions ensued regarding recycling for the complex.

Ms. Corr asked if there were any new business. Hearing none she entertained a motion to adjourn. Upon a motion duly made by Mr. Duffy and seconded by Mr. Butler it was unanimously

**VOTED:** to adjourn at 3:40 p.m.